

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 RSC-01 /038 R

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DRAFTED BY: COM:BEWT:552: KYALOWITZ

APPROVED BY: EUR/SOV:JFMATLOCK

COM:BEWT:552:HWHEISS

COM:BEWT:514:EBORISSOFF

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P 031450Z JUL 73

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW PRIORITY

INFO AMEMBASSY VIENNA PRIORITY

UNCLAS STATE 130134

E.O. 11652: N/A

TAGS: OTRA, UR

SUBJECT: TRAVEL FSO KENNETH YALOWITZ

FROM COMMERCE

1. KENNETH YALOWITZ, USSR AFFAIRS DIVISION, BUREAU OF EAST-WEST TRADE, WILL ARRIVE MOSCOW JULY 8 AT 17:25 ON SU-581. PURPOSE OF VISIT IS MARKET RESEARCH, PARTICULARLY TO DETERMINE INITIAL RESPONSE TO LIST OF PRODUCTS DEVELOPED BY BEWT AS HAVING POTENTIAL FOR FUTURE SALES IN U.S.S.R. FOLLOW-UP VISITS BY BEWT STAFF TO STUDY SPECIFIC PRODUCT POTENTIAL, ANTICIPATED.
2. YALOWITZ EXPECTS STAY IN MOSCOW IN APRATMENT FSO STEVEN STEINER AS PER PRIOR ARRANGEMENT. CONSULTATIONS DESIRED IN LENINGRAD JULY 25-JULY 29 REGARDING COMMERCIAL ACTIVITIES OF POST AS WELL AS POSSIBLE SALES OPPORTUNITIES. WOULD APPRECIATE EMBASSY NOTIFYING ADVANCE PARTY CONGEN LENINGRAD OF YALOWITZ PLANS. HOTEL RESERVATION REQUESTED FOR LENINGRAD THROUGH AMERICAN EXPRESS. EXPECT TO TRAVEL MOSCOW-LENINGRAD AND RETURN BY OVERNIGHT TRAIN. WILL MAKE RESERVATIONS AFTER ARRIVAL.
3. GIVEN NATURE OF MISSION, YALOWITZ WOULD LIKE TO MEET BROAD RANGE OF OFFICIALS INCLUDING IN MINISTRY OF FOREIGN TRADE, GOSPLAN, ALL-UNION CHAMBER OF COMMERCE AND INDUSTRY AND APPRO-

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PRIATE INDUSTRIAL MINISTRIES. COMMERCE LIST OF PRODUCTS WILL

INDICATE WHICH BODIES WOULD BE OF GREATEST INTEREST. LIST INCLUDES: MACHINE TOOLS FOR METAL; ALUMINA HYDROXIDE, LIFTING AND LOADING MACHINERY, ELECTRIC FURNACES, PRODUCTS OF POLYMERIZATION, IRON AND STEEL TUBES AND PIPES, TEXTILE MACHINES, EXCAVATING-LIFTING MACHINERY, NON-ROAD TRACTORS, AND STATISTICAL MACHINES.

4. ACTION DESIRED: WOULD APPRECIATE EMBASSY MAKING APPROPRIATE APPOINTMENTS. RECOGNIZE THAT ADVANCE NOTICE IS LIMITED AND THAT CERTAIN OFFICIALS MAY BE ON HOLIDAY. WOULD RECOMMEND AS GOOD STARTING POINT SEVERAL OFFICIALS WITH WHOM YALOWITZ TRAVELED WHILE ACCOMPANYING DELEGATION LED BY DEPUTY FOREIGN TRADE MINISTER SMELYAKOV IN MAY: ALEKSEY KIRILLOV AND SERGEI SAFRONOV, MARKET INSTITUTE RESEARCH, MINISTRY OF FOREIGN TRADE; MARAT NIKOLOV, ADMINISTRATION FOR TRADE WITH AMERICA AND LATIN AMERICA, MINISTRY OF FOREIGN TRADE; VLADIMIR MARTYNOV, GOSPLAN; YAKOV YUSHIN, STATE COMMITTEE FOR MATERIAL AND TECHNICAL SUPPLY, AND SERGEY CHEKULIN, MINISTRY OF FOREIGN TRADE.

5. FOR VIENNA. YALOWITZ WILL ARRIVE VIENNA JULY 30 ON OS-602, ARRIVING 17:35. PURPOSE OF VISIT: PRIMARILY CONSULTATIONS AT EAST-WEST TRADE CENTER. RUSH

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